

# SAMPAN



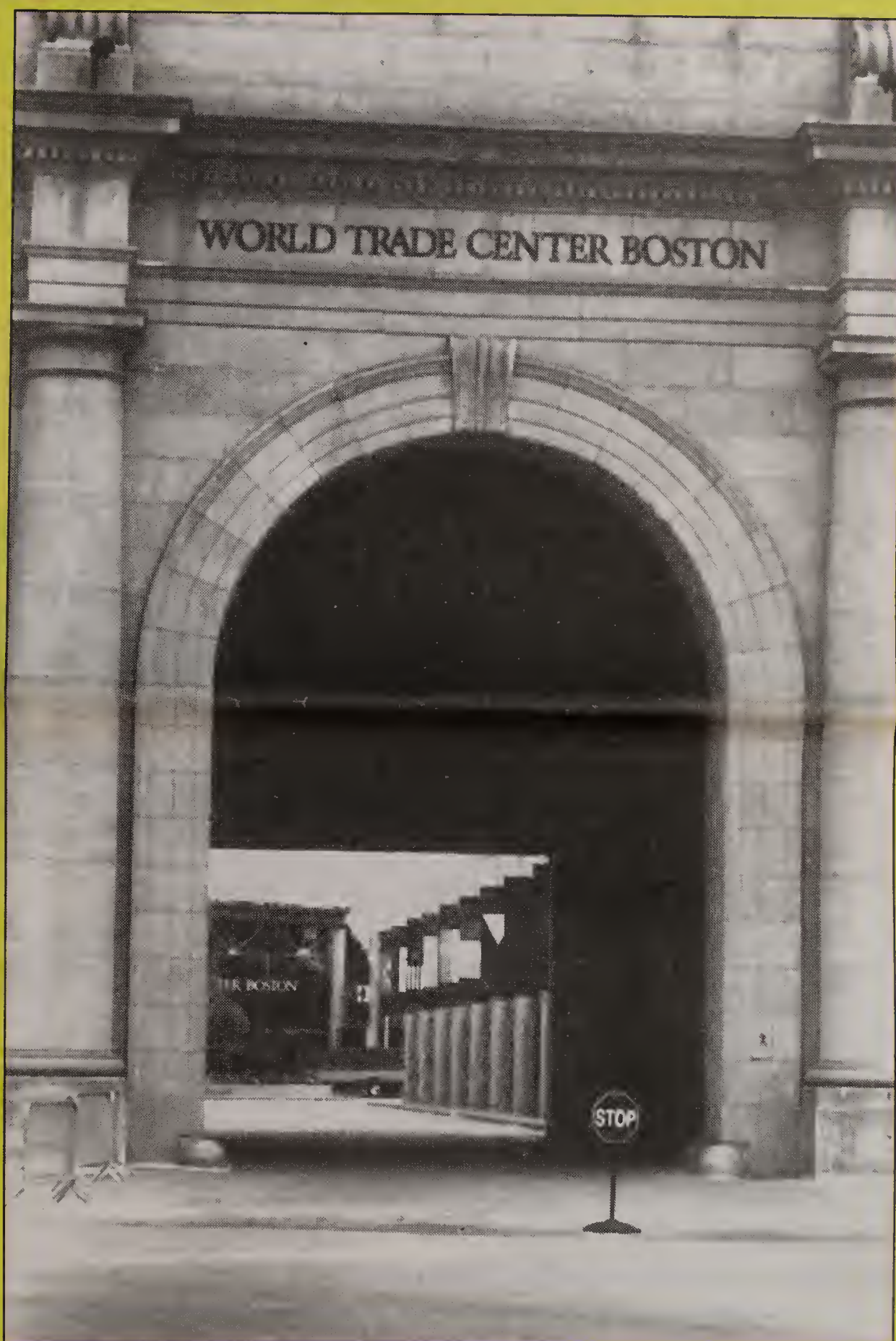
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Vol. XXVI New England's Only Chinese English Bilingual Newspaper

June 4, 1999

一九九九年六月四日

## 經濟貿易發展 吸引亞裔從商



## SETTING UP SHOP

STARTING A BUSINESS IN CHINATOWN

**THE SAMPAN**

A.A.C.A.

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## CITY

## NEW KID ON THE BLOCK

LAFAYETTE CORPORATE CENTER

It was a moment 26 years in the making. As the ribbon was cut at Lafayette Corporate Center on May 25, an almost three-decade story came to an end, and a new chapter in the Lower Washington Street neighborhood began.

"We are happy to help the future of that area," says Marshall N. Carter, Chairman and Chief Executive Officer of State Street Bank, the building's largest resident. "We have always been an integral part of the community. Since 1992, State Street bank has given about \$400,000 to Chinatown Civic Associations and Youth Services. We are happy to help the mayor develop that area. This isn't philanthropy; it's good business sense."

"It's going to clean up a blighted area," agrees Bill Moy, Co-moderator of the Chinese Neighborhood Council. "So from that perspective it's good. And it diversifies the businesses in the area, and eliminates the adult entertainment element. It also further diversifies the job base in Chinatown. Hopefully, they will employ Asians in the development."

But Moy admits reactions have been mixed. "Some people say that the offices are too close to Chinatown or that the building is too high," he adds. "It all depends on what goes in there, whether it's good for the area, and what sort of benefits spill into the neighborhood."

Bruce Pulleyblank, the Executive Director of the Asian Community Development Corporation, agrees that the response from the Chinatown community has been mixed. "Obviously it's nice that the Lafayette Corporate Center is occupied," he begins. "It helps get rid of the Combat Zone. And the new workers will use the Chinatown neighborhood and its businesses. Growth is inevitable."

One of the complaints is increased traffic in the area. The Millennium Project has closed off Avery Street, forcing pedestrians to take Boylston or West Streets instead. "The growth of downtown and the areas bordering it presents a transportation problem," admits Pulleyblank. "But a lot of these new employees are using public transportation, and there will be another voice that will join with ours to improve public transportation. But there is no question that it will disturb traffic and access to local businesses."

John Reilly of MFS Investment Management, the Lafayette Corporate Center's other main tenant, agrees. "The Lafayette site will house 700 employees of the MFS Service Center, which is the part of our business that deals with shareholder letters and

calls regarding account balances or the purchase or sale of shares," he explains. "Our employees come from all over the metropolitan area and are already accustomed to working centrally and using public transportation. These people were working in our main building at 500 Boylston Street, and the move was necessitated by our growth; we have over 2,000 employees now and just couldn't fit them all in. Some local mutual fund companies have moved their service operations to the suburbs or neighboring states, but we preferred to stay in the city. The Lafayette site gave us a chance to stay in the city, pay competitive rent and be a part of the downtown corridor revital-

Bruce Pulleyblank agrees that the renovation of The Opera House would be a good thing. "It represents performance space and rental opportunities for Chinatown residents as well as large touring companies. And employment opportunities exist. The developers have been contacting neighborhood organizations about jobs in construction and management."

But are these jobs for Chinatown residents? "At the moment, the employees at Lafayette are all being moved from Boylston Street, so we haven't had a chance to do any recruiting yet," Reilly explains of the MFS.

But State Street has extended employment opportunities to the neighborhood. "We started running ads in the Globe recruiting Chinatown residents in March," says Carter.

As far as the currently unoccupied retail space on the ground floor, Carter predicts it will be filled with businesses that will boost the surrounding community. "They're looking at things that fit into this neighborhood, like a Staples, a major restaurant, a convenience store, maybe even a

full-size grocery store," he says. "I think the question is whether they plan to do a Post Office Square-type project there, turning the parking lot across the street from the LCC into a park and moving the parking underground. We need more green space in this area, not more concrete."

What will happen is anyone's guess at this time. "I don't really know

that much about it," Moy admits. "But I don't think anybody does at this point. We just know what we read."

"If Chinatown could look ahead into the future, will there be room for Asian businesses when that neighborhood becomes prime retail space?" Pulleyblank wonders. "Maybe one of the problems with Chinatown is that we don't complain enough, in an organized fashion. Where does Chinatown get its development/growth needs met? We don't believe we can stop development, nor do we want to, but it has to meet Chinatown and the Asian American community's need for growth."

--Nada Guirgis



Top: Chinatown/South Cove Neighborhood Council Co-Moderator William Moy, and behind him, from l. to r., is Angelo, Gordon & Co. Managing Director Keith Barker, Boston Mayor Thomas Menino, State Street CEO Marshall N. Carter and MFS CEO Jeffrey L. Shames. Bottom: Students from the Quincy school perform traditional Chinese dances.

ization. We're very committed to the city of Boston," he adds.

"The young are not staying in the cafeteria," Carter points out. "They are going out into the

neighborhood. State Street will have 2000 employees at this location. Filene's and Macy's are happy to have us there. The young work force likes the inner city. It's a win-win situation."

The neighboring Swissotel is also glad to have State Street and other developing area businesses around, especially the to-be-renovated Opera House, with which it enjoyed a long relationship before it closed in 1991. Now Theater Management Group, Inc. wants the BRA's approval to restore the historic building to its former glory. "Boston does not currently have a modern performing arts facility of this size," says David Anderson, President of TMG. "And its location in the heart of the revitalized Midtown Cultural District is a great advantage."

## COMMUNITY PLANNING INITIATIVE

New initiative to help community residents and stakeholders develop a shared vision and guide for the community's physical development. All positions are full-time and grant funded for one year.

**Project coordinator** for proj. implementation and administration. Qualifications: 5+ yrs of supervisory and prog. mgmt exp., gd communication and facilitation skills, familiarity with Boston Chinatown community, ability to work independently, coordinate numerous tasks with attn. to details, working knowledge of fiscal mgmt. Ability to speak Cantonese an asset.

**Youth outreach worker** to engage community youth in a planning and visioning process, provide gen. admin. support to project. Qualifications: exp. working with Asian American youth, knowledge of youth development issues, gd communication skills, proficiency in MS Office, 21 yrs old or older, h.s. graduate or equivalent, bachelor's degree preferred.

Resumes to The Chinatown Coalition, 360B Tremont St., Boston, MA 02116, by 7/1/99.



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**Vietnamese Outreach Advocate (full-time)**

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**Korean Outreach Advocate (part-time)**

Provide advocacy and community outreach. Speaks and writes fluent Korean and English. Must be bilingual. Community experience preferred.

**South Asian Advocate (full-time 30 hours)**

Provide advocacy and community outreach. Speaks and writes fluent Hindi and English. Must be bilingual. Community experience preferred.

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Fax (617) 338-2354 AAT/OI



## COVER STORY

## SETTING UP SHOP STARTING A BUSINESS IN CHINATOWN

By Nada Guirgis

Starting your own business is never easy, but if you come from a world where business plans and feasibility studies simply don't exist, it can seem a near-impossible dream. Still, thousands of Asian-owned businesses crop up in this country every year, and many, sadly enough, fold soon afterward. The problem? Often, simply lack of awareness of the resources available to them. Many perfectly viable businesses go under because they don't know that there are places they can go to for information and assistance.

The first thing any start-up business needs is money, and the first place that comes to mind for a loan is the bank. Local institutions such as State Street Bank and Bank Boston offer programs that help minorities get businesses off the ground. BankBoston, for example, offers Community Banking Officers to give technical assistance and refer clients to organizations, such as SCORE, which can offer further aid. The bank also has a pilot program with the Small Business Administration to approve loans up to \$250,000, provided the borrower get technical assistance in areas vital to business success, such as book-keeping and marketing. And the BankBoston Community Development Company enables businesses to borrow more capital as needed.

If you don't have the collateral for a bank, or simply haven't drafted that all-important business plan, you might want to begin elsewhere. The Business Center at the Chinese Economic Development Council, at 65 Harrison Street, offers entrepreneurs and small businesses in Boston's Asian community a chance at a successful start. The CEDC is a nonprofit community development corporation incorporated in 1974. Clients are counseled through the very first steps of starting a business, from writing a business plan to developing marketing strategies. The center also provides low-cost office space, services and amenities essential to operating a business, and arranges for professional and technical assistance.

The low-cost office space, located at 65 Harrison in the heart of Chinatown, is available to aspiring entrepreneurs after the completion of a three-step process. First, the prospective tenant is asked to fill out a confidential questionnaire. An interview with the CEDC to evaluate the applicant's needs, as well as the strengths and challenges of the business idea, is next. The third step is to submit a business plan with the supporting documentation, including financial statements and projections, income tax and work documentation and a resume. Upon acceptance to the center, applicants are given a lease for low-cost office space which details the cost of associated services the business may use.

If you don't have a business plan, there are several organizations designed to help with free or low-cost services. Counseling, seminars and workshops offer prospective business owners assistance and training in everything from business planning to taxes.

One of these organizations is the University of Massachusetts Minority Business Assistance Center. While it is open to everyone, it is an especially helpful resource for minority business owners (and would-be owners), offering counseling and information services at no cost to Massachusetts citizens and businesses.

Besides counseling and information, the center also offers educational workshops and seminars

covering topics such as general management, marketing, sales generation, financial planning and analysis, accounting, procurement assistance, business planning and strategy formation and production. The center also offers a free *Getting Started in Business* seminar twice a month, on a Tuesday and a Saturday. (See *Resources* on page 4 for information and dates of upcoming seminars).

Another resource is Jewish Vocational Services, which offers a Microenterprise Training Program for Refugees, an 8-week, part-time training in business basics. The program, which meets two nights a week, is free to anyone with refugee status. There is a similar program for low-income individuals. The JVS also offers individualized technical assistance and access to loans for program graduates. For business start-ups, the JVS offers training and business plan assistance for eligible people, plus business assessment, employee recruitment services, CEO roundtables and workshops, and loan packaging. It also offers Small Business Lending Services to qualified businesses (usually, under 5 employees for loans under \$25K). The loans can be used for machinery and equipment purchases, inventory, supplies, furniture, fixtures and working capital, and anything else a small business needs.

The Center for Women and Enterprise is a not-for-profit educational organization that provides comprehensive business assistance, networking opportunities and resources to women starting or growing their own businesses. While the center, like the JVS and the MBAC, is open to everyone, including men, it is especially tailored to the needs of low-to-moderate-income women in the inner city. 60% of the CWE's clients are in the start-up phase of a business. All programs and services are priced on a sliding scale, including the multi-week courses. These courses include: First Step FastTrac, a 9-week pre-business assessment course offered in Jan, April and October (\$395); FastTracII, an 11-week business planning course offered in April and October (\$550); and Business Launch, a 12-hour program of skill building workshops offered twice a year, including August (\$175). The center also offers a Monthly Financing Q&A Workshop (\$15) and Loan Packaging on individual basis (\$15/initial session).

The Boston Empowerment Center is the site of the City of Boston's Business Assistance Team and the U.S. Small Business Administration's One Stop Capital Shop/Business Information Center. The mission of the BEC is to help small business grow by giving them free access to necessary information, technical assistance and administrative resources. Services and information are available for Enhanced Enterprise Community Loans and Human Service Programs; Business Start-Up/Acquisition; Loan Packaging Assistance; Marketing/Sales and Business Plans.

The Service Corps of Retired Executives (SCORE) is the nation's largest volunteer business counseling service. SCORE offers free business counseling every day, from 10 a.m. to 3 p.m., with no appointment necessary. However, appointments can be made for specific types of counseling. SCORE also conducts pre-business workshops for people planning on starting their own businesses. They are held on the 2nd and 4th Thursday of every month, from 8:45 a.m. to 3 p.m., in the auditorium on the street floor of the SCORE offices at 10 Causeway Street. The cost is \$25, and

pre-registration is mandatory. Call SCORE (see box) for an application.

The Mayor's Office of Business Services was created by Thomas Menino to serve as a liaison between businesses and city agencies, resolving issues such as the provision of city services, permit assistance and the location of working capital. The Mayor also combined several separate city offices to create the Office of Business Development in 1998. The Third Annual Boston Small Business Finance Expo, which was held on June 2, served as the office's one-year birthday. At the expo, the OBD unveiled a series of publications designed to help the small business owner (and prospective owner). They include: *Doing Business in Boston*, a guide to city, state and federal business permitting requirements; *Boston Small Business Financial Resource Guide*, an exhaustive overview of financing sources; *Y2K Guide*, information to help small businesses prepare for the Year 2000; and the *OBD Programs and Services Guide*, a listing of current programs and services.

A final resource of interest to potential Asian American business owners is the WF Financial Corporation. Garrett Fitzgerald is the only non-Asian person in this group of about half a dozen business specialists (including two in China), who act as liaisons between China and the U.S. WF Financial Corporation is a multi-service consulting group that seeks to assist and facilitate business between China and the United States. "There is such an interest in Asia right now, but China made it difficult for Americans to conduct business there," Fitzgerald explains. "We serve as sort of a modem or translator, linking business people in both countries to make the process smoother. We evolved from problems that we ran into stemming from the differences between Chinese and American systems. The first thing needed in American business is a business plan, for example, but the Chinese don't have anything like this. So we realized that we had to get the information to American executives in the right format."

A typical scenario goes like this: a Chinese businessperson will contact WF Financial looking for venture partners in the U.S. The company will work with them to get the information that U.S. investors will need, including a business plan, and to match the Chinese businessperson up with a suitable partner. The process also works in reverse, with an American entrepreneur looking for partners in China. Among the latter is a growing group of recent Chinese immigrants. These immigrants usually come to Boston as Harvard or MIT students and stay when they get jobs following graduation, and they feel more comfortable doing business with a Chinese American company.

"Most of them have strong contacts in China but not in the United States, and they don't really know our system," Fitzgerald explains. "So here is someone who is extremely well-educated and has a terrific project but doesn't know where to go with it. I have that contact base that they are lacking. If it's a good project I'll go and find the fit for it, whether it's venture capital or investment banking or a partnership agreement."

"In four years, our business has grown substantially," Fitzgerald adds. "There is a real spirit of entrepreneurship in this community right now."

(Continued on page 4)

## The Sampan Is Now Online

Visit the Sampan Online Magazine at: [www.aaca-boston.org/logo.htm](http://www.aaca-boston.org/logo.htm)



## RESOURCES

### Chinese Economic Development Council (CEDC)

Executive Director  
65 Harrison  
7th Floor  
Boston, MA 02111  
617-482-1011

### Office of Business Development

26 Court Street  
Boston, MA 02108  
617-635-2000

### U. Mass Minority Business Assistance Center

100 Morrissey Blvd.  
Boston MA 02125  
617-287-7750

#### Getting Started in Business Seminars

Advance registration is required, and seating is limited. Sponsored by Fleet, the SBA, and the Boston Public Library. The workshop covers licenses, taxes and fees; business organization; feasibility; business plans; financial statements and projecting; financing; legal and insurance aspects; marketing strategies; bookkeeping and accounting. Call to register or for more information.

#### Upcoming Seminars:

**Saturday June 12**  
10 a.m. to 1 p.m.  
Boston Public Library, Mattapan Branch  
**Tuesday, June 22**  
Boston Empowerment Center  
6 p.m. to 9 p.m.

**Tuesday, July 27**

Boston Empowerment Center  
6 p.m. to 9 p.m.

**Tuesday August 24**

Boston Empowerment Center  
6 p.m. to 9 p.m.

### Jewish Vocational Services

105 Chauncy Street  
Boston MA 02111  
617-451-8147

For information on the Microloan Fund, ask for Michael Dimino at ext. 149 or Ed Lewis at ext.155. For information on the Microenterprise Training Program for Refugees, which starts in July, call Clare at 617-426-6990.

#### Orientation Sessions for Microenterprise Training Program

**Monday, June 14**

6 p.m.

**Wednesday, June 16**

3 p.m.

**Thursday, June 17**

6 p.m.

**Monday, June 21**

6 p.m.

**Thursday, June 24**

3 p.m.

**Monday, June 28**

6 p.m.

### Center for Women and Enterprise

1135 Tremont Street, #420  
Boston, MA 02120  
617-423-3001  
info@cweboston.org

### Boston Empowerment Center (BEC)

20 Hampden Street  
Roxbury, MA 02119  
617-445-3413

### U.S. Small Business Administration (SBA)/Service Corps of Retired Executives (SCORE)

10 Causeway Street (near North Station)  
Boston, MA 02222  
617-565-5590 (SBA); 617-565-5591 (SCORE)

### Mayor's Office of Business Services

617-635-5555 (hotline)

### WF Financial Corporation

72 Kneeland Street  
Suite 405  
Boston, MA 02111  
617-423-0931

### 10 Questions to Ask Yourself Before Going Into Business

1. Is my product or service different from others already in my market area?
2. Do I have the right kind of business experience?
3. Can I prepare a detailed, credible business plan for the next three years?
4. Am I able to take responsibility?
5. Am I a good organizer? For myself and others?
6. Am I ready to put in the hours that might be necessary?
7. Am I ready to stick it out even during the rough times?
8. Do I have the support of my immediate family?
9. Do I have adequate resources and credit - and maybe a little bit more?
10. Is my health up to the task ahead?

Questions courtesy of SCORE.

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### Chinese Editor's Note

This will be my last issue as Chinese Editor of the Sampan. I would like to take this time to thank the people who have supported the newspaper over the years. I would also like to thank everyone who has contributed stories, time and ideas to the production of the newspaper.

-Louise Zhu

### Arlington Public Schools Immediate Openings

School Bus Driver  
(5 hours/day)  
Metco Bus Monitor/  
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Send Resume & Letter to:  
Kathleen F. Donovan,  
Superintendent  
Arlington Public Schools  
P.O.Box 167  
Arlington, MA 02476  
Fax: 781-316-3509

Arlington is An Equal Opportunity Employer  
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You are invited to Self-Identify Race/  
Ethnic Group

## MIT

### OPERATIONS MANAGER

**The Campus Activities Complex (CAC).** MIT's Campus Center, has an immediate opening for an individual to work as a member of the operations/student life team, managing operational, building maintenance, event planning, and supporting functions. Will plan, coordinate, and supervise activities and events held within the CAC and other Institute facilities as required while also providing supervision and coordination of building operations and custodial and safety issues. Will also be responsible for the supervision and training of assigned staff. The department, which is part of the Dean of Students and Undergraduate Education division, manages five facilities on a 24-hour-a-day basis. The twenty-eight meeting and performance spaces hold thirteen thousand programs annually for student activities, academic programs, and conference groups.

**Requirements:** a bachelor's degree or equivalent experience and four to six years' experience in a college union, conference, or performing arts setting. Master's degree preferred. Demonstrated skill coordinating and managing events, employee supervision, and computer operations required. Must have knowledge of custodial/maintenance procedures and performance lighting systems. Position requires attention to detail, ability to perform in a team-oriented environment and the capability to handle complex and multiple task assignments.

Interested candidates should submit a resume and cover letter referencing Job No. 99-0363A to: Valerie Chu Stone, MIT Personnel, PO Box 391229, Cambridge, MA 02139-0013. To apply on-line: [web.mit.edu/personnel/www/resume.htm](http://web.mit.edu/personnel/www/resume.htm)



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# Career Opportunities @Wellesley College



## Planned Giving Officer Office for Resources

**Responsibilities:** As member of the College's four person Office of Planned Giving, provides information in response to requests from prospects, donors and legal/financial advisors about planned giving options. Prepares proposal letters and comparative gift and tax calculations using PGCalc; reviews and approves documentation required to book life income gifts; principal liaison to Controller's Office, Gift Processing Office, financial agents; assists in preparation of financial reports and statistics.

**Requirements:** Bachelor's degree, two years' experience in planned giving or related field - finance, law or development. Strong organizational skills, attention to detail, ability to meet deadlines and excellent writing skills required. Computer proficiency. Occasional travel.

## Admission Information Systems Manager Board of Admission

**Responsibilities:** Manages all technology projects as they relate to admission functions, with broad practical as well as visionary admission perspective. Develops departmental technical support for services in a developing integrated admission information system. Primary responsibilities for programming and report writing. Analyzes information flow and develops automated solutions for admission needs, integrating needs of Financial Aid Office, Registrar's Office and Office of the First Year Dean. Maintains the integrity of the database to insure compliance with general reporting standards. Coordinates test plans and performs system testing. Trains Admission staff in effective use of information technology for administrative applications. Supervisory responsibilities.

**Requirements:** Bachelor's degree or equivalent experience required. Must have at least 3 years' experience in designing, implementing and maintaining large databases. Experience with ORACLE and/or SCT's Banner preferred. Knowledge of FOCUS, SQL, ODBC compliant GUI reporting tools, UNIX and Excel would be valuable. Excellent analytical skills, communication skills, proven ability to adapt new technology to address existing and emergent needs. Patience and ability to teach others in using technology in daily work. Admission Information Systems or general knowledge of Admissions preferred.

Wellesley College is an AA/EEO employer and encourages applications from women, minorities, veterans and candidates with disabilities.

Visit our web site at [www.wellesley.edu/HR/](http://www.wellesley.edu/HR/)

## Admission Counselor Board of Admission

**Responsibilities:** Responsible for all components of the Admission program. This includes travel, interviewing, reading applications and programming. Direct on-campus recruitment. Direct, plan and implement Spring Junior Open Campus Program. Recruit prospective students through high school visits, parent/student gatherings, college fairs and presentation programs. Evaluate candidates for admission to Wellesley College.

**Requirements:** Bachelor's degree; two years of admission or related experience; strong interpersonal skills; strong written and oral communication skills; education or admission related work preferred.

## Development and Membership Coordinator Friends of Art

**Responsibilities:** Works with the National Committee and Regional Committees for Friends of Art, a national support organization. Manages the annual membership program, planning and implementation of Friends programs and the Patrons Society. Responsible for Friends financial and membership records and reporting. Provides support for Director of Museum Development.

**Requirements:** B.A., preferably in Art or Art History, or equivalent. Minimum of 1 year experience in fund development. Ability to work with an external constituency that requires a high level of performance. Ability to manage heavy work load, solve problems, take initiative and follow through on projects, produce development materials and manage multiple priorities. Possess skills to develop and manage information systems and reporting formats. Ability to work well in teams and independently. Experience with financial, planning and administrative processes. Good interpersonal and communication skills, written and verbal. Excellent proofreading skills. Knowledge of relevant computer technology.

Send cover letter and resume, indicating specific position to:

Human Resources Office,  
Code: SAM6/4;  
Wellesley College, Wellesley, MA 02481;  
or e-mail to [employment@wellesley.edu](mailto:employment@wellesley.edu).  
Applications will be accepted until the position is filled.

## AUDIT PROFESSIONALS

Amtrak's Office of Inspector General is seeking an Audit Manager and a Staff Auditor for its Boston-based audit office. These positions report directly to the Chief Auditor in Philadelphia. We are looking for highly motivated, detail-oriented professionals to perform construction contract and operational audits associated with Amtrak's high speed rail program as well as evaluation of internal controls and special project reviews. The position duties cover all phases of the audit assignment including survey, planning, fieldwork, reporting and follow-up. Additionally, the "shirt sleeved" manager's position includes the day-to-day supervision of the four audit professionals on the staff.

The successful candidates will have a Bachelor's Degree in Accounting, Business, Finance or a related area and a minimum of seven years' experience in internal audit or public accounting for the manager's position and at least two years' experience for the staff position. To be considered for the manager's position, the candidate must have a CPA or CIA designation and meaningful experience in supervising and guiding less skilled staff members to ensure timely, accurate completion of their work assignments. Professional certification is a plus for candidates for the staff position. Applicants must possess a thorough knowledge of basic and contract cost accounting principles, the ability to apply government audit standards and techniques, and be able to develop audit programs based on risk assessment in assigned audit areas. Experience with Windows, word processing, and spreadsheet applications is required. The successful candidates will also possess strong analytical and problem-solving abilities, excellent oral and written communications skills, and the ability to interact with all levels of the organization.

These are key staff positions offering many opportunities for professional advancement. Amtrak offers a competitive salary and a comprehensive benefits package. Salaries are commensurate with experience. Less than 25% overnight travel, generally within New England, is anticipated. For immediate consideration, send your resume with salary requirements in confidence to: **AMTRAK, Human Resources Department, Attn: VW, 253 Summer Street, Suite 204, Boston, MA 02210 or [kurtzr@amtrak.com](mailto:kurtzr@amtrak.com). Equal Opportunity Employer.**



## BENTLEY COLLEGE

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## Nurse Practitioner - 9 Month Position

Student Health Service is seeking a Massachusetts licensed Nurse Practitioner to provide direct and primary health care to Bentley students. This position is a 9 month, academic year position, 28 hours a week. Part-time benefits may be available. Additional hours in summer as needed to cover vacations.

The qualified candidate will be a licensed RN, MS in nursing with certification as an Adult or Family Nurse Practitioner. Must have 2 years' primary care experience in college health or related field. Triage, emergency or acute nursing experience necessary. Knowledge of computers preferred. Job Code: SP-31025

## Registered Nurse - Academic Year Contract

Student Health Service is seeking a Massachusetts licensed Registered Nurse to provide direct and primary health care to Bentley students. Responsibilities include: clinical support for Nurse Practitioners and Physicians; administration of immunizations; management compliance with immunization laws; performance of venipuncture; triage of phone calls and visits; and assistance with other office responsibilities. This is an academic year position, 35 hours a week with additional flexible part-time hours in June and August. Benefits may be available. Job Code: SP-CONTRACT

If you see an opportunity for yourself at Bentley College, please send resume and cover letter to: Human Resources Department, Bentley College, referencing appropriate job code, 175 Forest Street, Rauch Administration Center, Room 217, Waltham, MA 02452-4705; e-mail: [position@bentley.edu](mailto:position@bentley.edu) [www.bnet.bentley.edu](http://www.bnet.bentley.edu)

Bentley College is an equal opportunity employer building strength through diversity.



BENTLEY

For other employment opportunities, call our 24-hour Job Hotline at (781) 891-2889.



## Boston Water and Sewer Commission

### Administrative Assistant

Type, draft/edit and maintain correspondence/memoranda/reports and other materials, some of a confidential, technical, financial, or legal nature using industry-standard P.C. software programs. Answer department telephones, assist Dept. Mgr. in preparation of reports, presentations, and special projects. Route and time-stamp mail, packages, etc. Must have strong communication/interpersonal skills, and ability to work well in a team environment.

### Automotive Technician

Inspect gas & diesel equipment to locate trouble and determine needed repairs, overhaul engines and replace damaged parts. Rebuild automotive bodies, repair/adjust brakes, carburetor, hydraulic pumps, cylinder heads, valves, etc. Answer road trouble calls to be repaired on road or in garage. Perform tune-ups, check-ups, greasing, and all basic automotive maintenance. Must possess considerable knowledge of both; the methods, tools, materials, and practices used in repairing/rebuilding/adjusting motorized equipment. Must have valid Massachusetts Commercial Driver's License, Class B with Air Brakes Endorsement. Must possess Valid Hoisting License, complete set of auto-mechanic tools, at least two years of automotive related experience, ASE Certification preferred, and ability to keep daily records. Required to work any emergency as directed by the Commission or its designee.

In compliance with the City of Boston Residency ordinance, Commission employees must remain City of Boston Residents for the duration of their employment.

Please forward resumes to Human Resources Department, Boston Water and Sewer Commission, 425 Summer St., Boston, MA 02210. AA/EEO

[www.bwsc.org](http://www.bwsc.org)

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11 AM - 7 PM

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If unable to attend, visit us online at: [www.hr.harvard.edu/employment](http://www.hr.harvard.edu/employment) or stop by the Harvard University Employment Office, 11 Holyoke Street, Cambridge, MA. For more information call (617) 495-2772. Hours are Monday - Friday, 9:00am-5:00pm.

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## Career Opportunities @Wellesley College



### Planned Giving Coordinator Office for Resources

**Responsibilities:** Provides administrative and clerical support in the College's four person Office of Planned Giving. Coordinates the administrative and operational functions of gift administration, proposal preparation, operations, prospect/donor support and special projects.

**Requirements:** College degree or equivalent work experience, preferably in a business setting. General knowledge about development helpful. Must have excellent communication skills (telephone and letter) with alumnae and their advisors. Requires excellent organizational skills, word processing and Excel skills, close attention to detail and ability to meet deadlines.

Send cover letter and resume, to: Human Resources Office, Code: SAM6/4; Wellesley College, Wellesley, MA 02481; or e-mail to [employment@wellesley.edu](mailto:employment@wellesley.edu). Applications received prior to 6/11/99 will be given fullest consideration.

Wellesley College is an AA/EEO employer and encourages applications from women, minorities, veterans and candidates with disabilities.

Visit our web site at [www.wellesley.edu/HR/](http://www.wellesley.edu/HR/)

LOOK FOR SPECIAL HEALTH FEATURE IN JUNE 18 ISSUE.





# OPINION

## The Development Boom - How Should Chinatown Act?

Anyone spending any time in Chinatown can see development projects all around. A May 16 *Boston Globe* article lauded the impending "renewal" of lower Washington Street. It cited plans for five hotels, one luxury condo project and three apartment projects, whose model is apparently luxurious Charles River Park. The article, focusing on lower Washington street, did not include many other projects affecting Chinatown - Millennium Place, Lafayette Center, One Lincoln Place, the South Station office towers and the Tufts Biomedical Research building, for example.

The BRA and the city have promoted this growth. They fast-tracked the process for Millennium Place. They plan to grant eminent domain powers to developer Kevin Fitzgerald to build a 20-story office-hotel in the Combat Zone. BRA director Tom O'Brien encourages us to take advantage of the building boom, and the BRA has quickly approved many of the other projects.

Developers have rushed forward proposals so quickly that community leaders, residents, and community members are unable to respond in a deliberate and thoughtful manner, and for the best interests of the neighborhood. Blinded by dreams of "link-age funds," more business, and other

inducements, many have generally supported any and all development. For example what is the last development in the Chinatown area that the Chinatown Neighborhood Council in the end has failed to approve?

What is lost in all this frenzy, however, is the critical issue - is all this building and land taking in the best interest for the neighborhood, the existing residents of Chinatown, mainly elderly, low-income, and working class, and the greater Chinese American community? What these growth proponents have failed to mention how this growth feeds gentrification. At the same time that these projects are being erected or planned, Chinatown residents face the loss of HUD affordability programs at Mass Pike Towers, Mason Place, and Temple Place. Residents at Mason Place have told Chinese Progressive Association that apartments that are paying \$200-odd dollars for are now being converted to rent at market rate for \$1200. In addition, condos are being created over restaurants, selling for hundreds of thousands.

Some of the proposed projects, such as Fitzgerald's hotel, will overwhelm all neighboring buildings. The new hotels and other construction will add to the horrendous traf-

fic on Kneeland and Essex streets. The city's traffic department has acknowledged during the Chinatown traffic study (before several additional projects were announced) that they have no solution. The projects will add to the noise and the air pollution that residents complained of in a recent CPC environmental health survey. Finally, the destruction of old buildings, part of all this development, is a drastic tactic. Historic buildings give the city its character, such as the new registry in the Liberty Tree building.

Chinatown needs to tread carefully. Many organizations are now working on a new Master Plan for the neighborhood. Until that plan is completed, we should follow closely and make the city follow closely the present Chinatown Master Plan, which has been ignored with all the present development.

The public sector, government, which is working so hard on promoting growth, should rather put more of its resources into protecting existing residents and neighborhoods. As the building boom continues, gentrification forces the question - whom does city development primarily serve, its residents or big developers?

Michael Liu, Campaign to Protect Chinatown

### Sampan

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#### Construction/Utilities Inspector (A305), Public Works Department

Department of Public Works seeks 2 year degree Civil Engineering candidate with experience in engineering standard for collection systems construction and repair, excavation, compaction, testing, roadway repair, and general working knowledge of construction and inspection techniques to review storm and sanitary sewer connection permit applications, coordinate permitting, schedule and conduct inspections including testing and compliance. Must have working knowledge of Manual of Uniform Traffic Control Devices. \$37,000 with excellent benefits.

#### Assistant Water Quality Supervisor (A549), Water Department

Assistant Supervisor for performing water quality laboratory analysis at Cambridge Water Treatment Facility (under construction). Conducts and supervises all drinking water testing activities in bacteriological/chemistry lab. Responsible for operation and maintenance of analytical equipment. Required: Familiarity with EPA/DEP lab protocols, AA & CGMS experience, thirty credit hours of chemistry, and experience with culturing and speciation of Coliform bacteria. \$24,000-36,000 with excellent benefits.

#### Public Safety Dispatcher (C507), Emergency communications Center

City of Cambridge operates state-of-the-art combined 911 Emergency communications Center. Seeks experienced dispatchers or persons with one-year of related public safety experience and career telecommunicator goals as Emergency Telecommunications Dispatchers. Must touch-type at 30 WPM and pass Dispatch Performance Test, Rotating shift work includes overnight, weekend and holiday hours, \$13.54-\$19.37/hr base with excellent benefits, uniform allowance. Browse to Emergency Communications Department Home Page at [www.ci.cambridge.ma.us/~ECD](http://www.ci.cambridge.ma.us/~ECD).

Apply by June 21st specifying position title to: Personnel, City Hall, Room 309, 795 Massachusetts Avenue, Cambridge, MA 02139-3201 FAX 617-349-4312.

The City of Cambridge is an Affirmative Action/  
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(Voluntary information regarding affirmative action status is welcome)  
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Lincoln School is a culturally rich K-8 elementary school with 481 racially and socio-economically diverse students. The vice principal works collaboratively with an excellent staff, supportive and involved parents, and learns from a skilled and experienced principal. Responsibilities include supervision and evaluation, scheduling and building management. The salary for 1999-2000 is up to \$73,375, dependent upon degrees and experience.

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.6	French/BHS
.2	Chinese Bilingual/BHS
1.0	Librarian/K-8
FT/PT	Music/K-8
1.0	ESL Teacher/K-8
.6	Language Arts/7th Gr.
.6	Learning Center/Gr. 6,7,8
.2	Math/7th Gr.
.2	English/7th Gr.
.2	Science/7th Gr.
.8	Korean Bilingual Aide/K-8
	Special Education Aides/K-8

Deadline for filing: June 8, 1999. Send cover letter, resume & 3 letters of recommendation to: William B. Ribas, Asst. Supt. for Personnel  
333 Washington St., Brookline, MA 02445.

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### GREATER BOSTON LEGAL SERVICES

GBLS seeks an attorney committed to legal services to work on employment and welfare issues. 1 to 4 yrs exp; unemployment, wage and hour and discrimination law, the impact of immigration law with respect to these claims and the representation of clients at unemployment hearings, judicial review, and before the legislature; non-legal advocacy on behalf of community-based organizations, organizing work, legislative work, and other community work on behalf of low wage and/or immigrant workers; ability to relate well to individual clients, group clients as well as to legislators. Bilingual ability is preferred but not required. GBLS is an AA/EO/Handicapped employer. Candidates should submit resumes and a letter of application to Liz Revilla Schoeneberger, Personnel Director, ATTN: HYMATTY, 197 Friend Street, Boston, MA 02114. The letter of application should indicate why the candidate is interested in this position and how the candidate's legal skills and/or experience would enable the candidate to perform the responsibilities of the job. APPLICATION Deadline 6/11/99



TRADITIONS

THE LEGEND OF THE DRAGON BOAT FESTIVAL

Once a year, you can hear the rhythmic drum beating along the Charles River to celebrate the annual Boston Dragon Boat Festival. Back in 1979, the first U.S. Dragon Boat Festival was held in Boston to promote Asian culture and to bring together diverse communities from Greater Boston and the surrounding areas. Last year, more than 30,000 people lined the banks of Charles River to enjoy the festivities and performances. Now, the Dragon Boat Festivals have become more popular not only in China and the United States, but also worldwide.

The Dragon Boat Festival is one of the few Chinese traditional holidays known in this country. But to many people, the legend behind the festival is still unknown. The Dragon Boat Festival was a traditional day in memory of Qu Yuan (340-278 BC), a great patriot in Chinese history. Living more than 2000 years ago, Qu Yuan was a political leader as well as China's first distinguished poet during the Warring States Period (475-221 BC), a turbulent time of civil wars between China's many states.

Qu Yuan used to be a high-ranking official in Chu, a state in China now known as the Hubei Province, who made great contributions to the state. However, he lost the king's favor because of his opposition to the prevalent policy of compromise to the powerful state of Qin. Also, the corrupt officials of the court slandered Qu Yuan until he was finally removed from the office and banished from his homestate of Chu. Since then, Qu Yuan began his wandering life. He still loved his state and its people. In exile, he wrote the famous poem "Encountering Sorrow," that showed a great loyalty to his state and its people. In 278 BC, Qu Yuan drowned himself in the Miluo River on the fifth day of the fifth lunar month after he heard that Chu had been invaded.

The people of Chu rushed to the river to rescue him. They splashed around furiously, but were too late to save Qu Yuan. They threw rice into the river as a sacrifice to his spirit. People were afraid that the fishes would eat the rice, so they wrapped it in reed leaves and wound silk threads around the packets before dropping into the river. They called those rice packets "Zong-zi," and they became a traditional food during the season.

In China's history, Qu Yuan was a role model of patriots and an embodiment of loyalty. To honor the memory of Qu Yuan, people raced boats every year. They also put dragon heads on the boats and beat drums to scare the fishes and crabs.

People also used bits of cloth to make "fragrant pouches," wound with colored silk threads, and carried them. They hung calamus and wormwood, which are two medicinal herbs, on their gates to symbolize a knife and sword to conquer evil. Later, these became the holiday decorations.

Since then, Chinese people have had memorial ceremonies annually and celebrated the traditional festival on the fifth day of the fifth lunar month for more than 2000 years. They called the Festival "Duan-wu" or "Double Fifth." To people who are not familiar with lunar calendar, it is well known as the "Dragon Boat Festival" because of the dragon boat races. This holiday is more like China's Memorial Day, because people also commemorate other patriots and heroes. On the calendar of 1999, the real Duan-wu or Double Fifth Festival is on June 18.

The 20th Annual Boston Dragon Boat Festival will be on Sunday, June 13, from noon to 5 p.m., along the Charles River by Harvard University. It is sponsored in part by the Hong Kong Economic and Trade Office, the Hong Kong Dragon Boat Festival in New York, the Dragon Boat Festival Committee of Boston, the Cambridge Arts Council, and The Children's Museum.

Ten Major Traditional Chinese Festivals

There is a lovely, sad or happy story for each Chinese Festival.

SPRING FESTIVAL

The lunar Chinese New Year on the first day of the first lunar month.

LANTERN FESTIVAL

The fifteenth day of the first lunar month, also the first full moon day of the lunar year. People raise lanterns and eat round dumplings (Yuan-xiao). It is the end of the New Year celebration.

DRAGON HEAD FESTIVAL

The second day of the second lunar month. It was said that the dragon would wake up and raise his head on this day. Similar to Groundhog Day, Dragon Head Day forecasts the weather. For example, a driving rain on this day could signal a year of floods.

CLEAR AND BRIGHT FESTIVAL

This is a day in early April that is also called "Sweeping Tombs Festival". On that day, people go out on outings, pay respects to their ancestors at their tombs, and plant trees and flowers.

DRAGON BOAT FESTIVAL

The fifth day of the fifth lunar month. Chinese Memorial Day.

DOUBLE SEVENTH NIGHT

The seventh night of the seventh lunar month. On that night, girls hold needle-threading competitions to see who has the nimblest fingers. It is also called "Chinese Valentine's Day" because there is a love story behind it.

MID-AUTUMN FESTIVAL

The fifteenth day of the eighth lunar month. On that full moon night, family members reunite and eat moon-cakes. Children buy different kinds of clay toys.

DOUBLE NINTH DAY

The ninth day of the ninth lunar month. On that day, people usually go traveling or climbing mountains. Children also fly kites.

LABA FESTIVAL

The eighth day of the twelfth lunar month. The twelfth lunar month is called the La (wax) month, which means a world of ice and snow. On the eighth day of the month, every family eats Laba rice soup.

KITCHEN GOD DAY

The twenty-third day of the twelfth lunar month. One week before New Year, people start cleaning their houses and offering melon-shaped candies as a sacrifice to the Kitchen God.

--- By Louise Zhu

Harbor Health Services is a non-profit community health center agency serving communities in need of care. We are seeking the following professionals to join us in this mission:

Director of Elder Service Plan

ESP is a comprehensive, capitated, community based managed care program for frail elders. The Director oversees the financial, administrative, and clinical operations of this exciting program and reports to the CEO of the agency.

The Director will have a relevant master's degree, a minimum of five years of health care management experience and be familiar with managed care operations. A clinical background is a plus. Submit resume and salary range requirements by May 30, 1999. Job Code 99-46

Enrollment/Outreach Coordinator/Managed Care

Conduct community and agency outreach to increase enrollment in Center Care, Uncompensated Care, Children's Medical Security Plan, and other managed care programs. BS degree, or equivalent experience, and CRT proficiency required. Experience with 3rd party billing preferred. Knowledge and experience with outreach and/or social work as well as the ability to counsel patients on insurance products and benefit plans. Second language preferred. Job Code 99-10

Nurse

Our Healthy Start Program seeks a licensed RN or LPN with community health experience to provide health education to prenatal and post partum women around a variety of health issues, conduct risk assessment intakes and implement service plans in collaboration with case manager. Job Code 99-55

Benefits include: Medical, dental, 403(b), tuition, 11 paid holidays for F/T and P/T (20+ hrs) employees. Send resume and cover letter, with job code, to: Harbor Health Services, Attn: Human Resources, 398 Neponset Avenue, Dorchester, MA 02122. We are an Equal Opportunity Employer.

Per Diem Positions:

LPN or RN/Pediatrics

Nurses with 1 year minimum ambulatory care experience including telephone triage, patient care follow up, adult immunizations and patient teaching. Must have excellent communication, interpersonal, and organizational skills.

RN/Internal Medicine

Nurses with 1 year minimum ambulatory care experience including telephone triage, patient care follow up, adult immunizations and patient teaching. Must have excellent communication, interpersonal, and organizational skills.

Medical Assistant/Internal Medicine and Pediatrics

Prefer a minimum of 6 months experience in an ambulatory care setting. Candidates should have excellent professional work habits, experience in a team environment, good computer and clerical skills as well as patient care skills.

Patient Accounts Biller

Assists Patient Accounts Manager and staff in expediting billing process. Ability to use a key-board proficiently, work independently, and use good judgement. Candidate should be conscientious, organized, and detail- customer service- and team-oriented. Exposure to Physician billing a plus. Job Code: 99-34



Bunker Hill Community College is a multi-campus urban community college. One campus is located in the historic Charlestown neighborhood of Boston. A second campus is located in Chelsea, immediately adjacent to Boston. The College also offers classes at off-site locations including a small satellite center in Cambridge. Bunker Hill Community College serves almost 6,000 students annually and incorporates multi-cultural perspectives which mirror the diversity of Boston, the region and the world. Students of color account for nearly 50% of all enrolled. More than half of the student body is female. There are approximately 175 international students who represent more than 70 different countries.

Campus Police Officer I

(AFSCME UNIT POSITION)

POSITION NO. AND/OR FUNDING SOURCE: State Funded

AREA OF ASSIGNMENT: Charlestown/Chelsea Campus

SHIFT: Monday - Friday, 3:00pm - 11:00pm

SALARY/JOB GROUP/GRADE: Grade 13/1, \$465.03/wk. @ \$24,181.56/yr.

SUPERVISOR(S): Director of Public Safety

DAYS OFF: In compliance with State and Federal holidays

EXAMPLE OF DUTIES: Patrols campus buildings and adjacent areas; investigates crimes or other incidents, restraining or arresting suspects when necessary; provides assistance to courts in prosecution of cases; performs related work as required to ensure and maintain a secure campus environment.

QUALIFICATIONS: Seeking candidates who are graduates of an accredited full Municipal Academy or equivalent and have a minimum of one year full-time experience as a law enforcement officer or other acceptable related experience, preferably in a campus environment, must possess a valid Massachusetts class 3 Motor Vehicle operations license and be eligible for appointment as a special Police Officer under MGL 22C sec 63

TO APPLY: Submit a letter of application, resume (or application form) to Bunker Hill Community College, Office of Human Resources, 250 New Rutherford Ave., Boston, MA 02129-2925

CLOSING DATE: JUNE 11, 1999

Bunker Hill Community College is an Affirmative Action/Equal Opportunity Employer. Women, people of color, individuals with disabilities and others are strongly encouraged to apply.



Sampan

Positions

Available

See page

6

of

Chinese

Section



## NEWS/CALENDAR

## NEWS

CHINATOWN RESIDENTS  
TO MEET JUNE 12

The Committee for a Chinatown Resident Association, the Campaign to Protect Chinatown, and the Chinese Progressive Association will sponsor a community meeting for Chinatown residents on Saturday, June 12. The purpose is to discuss forming a Chinatown Resident Association.

The June 12 meeting follows a series of seven "block meetings" at various Chinatown locations to learn about residents' concerns, and an informal survey involving door-to-door distribution of resident survey cards. Several major issues emerged.

Residents are concerned with immediate quality-of-life issues involving safety, cleanliness, traffic, and environmental issues. Many of these issues relate to Chinatown's proximity to the Theater District and the resurgence of Combat Zone businesses. Traffic and parking problems will only worsen with more development.

Another important concern is the threat of gentrification. The affordable housing issue is particularly urgent because some government-subsidized buildings may be at-risk. Chinatown's future as a neighborhood for working families and the elderly appears to be in question.

More commercial redevelopment plans for condominiums, hotels, and office towers are unveiled each month, but residents are the most affected and the least informed. A major undecided question is what will be built on key sites over the Massachusetts Turnpike and Central Artery.

Residents can have a voice in deciding Chinatown's future. All are welcome to attend the community meeting on Saturday, June 12, 1:00 p.m. at the Quincy School Cafeteria, 885 Washington Street. Childcare will be provided and the meeting will be held in English and Chinese.

For more information or to reserve child care, call 357-4499 or 426-0643.

By Lydia Lowe

## CALENDAR

## One World Celebration

The Boston Parks and Recreation Department's ParkARTS program will be hosting the *One World Celebration* at Parkman Bandstand on Boston Common from Friday, June 18 to Sunday, June 20. The free program features some of Boston's best performing artists. June 18 is the *World of Dance*, featuring cultural dances from around the world, including Japanese dancing to the beat of 35 drums by Tsuji Diako. *World of Music* takes place on June 19, and features music from the Caribbean to Peru. Sunday, June 20 is *World of Children's Imagination*, and includes a performance of the ballet *Peter and the Wolf* by the Boston Dance Company, a puppet show and the Handel & Haydn Society's 100-plus Children's Chorus. For more information, call ParkARTS at 617-635-4505, ext. 6404.

## School Committee Meeting

The School Committee of the City of Boston will hold its next meeting Wednesday, June 16 at 6 p.m. at Winter Chambers, 26 Court Street, Boston.

## Mammography Screening and Seminar

The next scheduled mammography screening by the American Cancer Society is June 4, 1999 at the Massachusetts Mental Health Center, 74 Fenwood Road, Boston. For more information, call 617-556-7400. Also, on Wednesday, June 9, The Gillette Centers for Women's Cancers presents *From Mammography to Pap - Making Sure Your Tests Make the Grade*. The program will take

place from 6-8 p.m. at Massachusetts General Hospital. Register by calling 800-320-0022.

## Internet Training in Chinese

The Boston Public Library in Copley Square will hold an Internet Training presentation in Chinese on June 8 at 6 p.m. in Conference Room 5/6. Designed for new internet users, it will explain and demonstrate basic concepts and strategies. Call 617-536-5400, ext. 371.

## Cancer Answers

The American Cancer Society will hold a free, two-hour program called *Cancer Answers* on Thursday, June 10 from 6-8 p.m. at Dorchester's Carney Hospital in the Board Room on the basement level. The question-and-answer session will be facilitated by an oncology doctor, an oncology nurse, a social worker and an ACS staff person. Register by calling Marisa Iacomini at 617-296-4000 ext. 4803.

## Citizenship Day

Immigrants who have held a green card for at least five years are invited to apply for U.S. Citizenship at the International Institute of Boston on Citizenship Day, Saturday, June 26. Your citizenship application will be completed, and immigration lawyers will be on hand to answer your questions. The fee is \$30, and registration is mandatory. Call 617-695-9990 for information or registration.

## Free Holistic Health Program

On June 16, the New England School of Acupuncture Clinic, at 34 Chestnut Street in Watertown, will host a free lecture: "Enjoy Early Summer with the Help of Western Herbs," featuring guest speaker Rachel Hartstein, Lic.Ac. For more information call 617-926-4271.

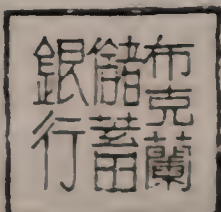
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New Class Begins Late July

## FREE Office Skills Training Program

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"As a result of this program, I will be able to change my life." -- Bin Hu  
"The instruction is clear and the teachers are very helpful. I really learned a lot." -- Odete Furtado

To apply, you must attend an information and testing session at 33 Harrison Ave., 3rd floor, Boston (near Fleet Bank, Chinatown) on one of the following days:

Thursday, June 10 9:00 - 12:00  
Tuesday, June 15 1:00 - 4:00  
Thursday, June 24 9:00 - 12:00

\*You must speak English as a second language, be a legal permanent resident or U.S. citizen, have low to moderate income and be a resident of Boston or Greater Boston; 22 years or older preferred.

PLEASE COME TO 105 CHAUNCY ST. (LOWER LEVEL), BOSTON, OR CALL (617) 426-9492 TO REGISTER FOR AN INFORMATION/TESTING SESSION.





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A message from the Massachusetts Department of Public Health.

消息來源于麻州公共衛生庭。



文化教育

# 中美兩國學校課程差異知多少？

汪剛柳

常聽人說中國孩子讀書就是厲害，尤其是數學，隨便從中國哪兒找一個孩子來，都能把美國孩子鎮住。說這話的大多數是中國人，也有美國人幫腔的，宣傳亞洲人學生是模範學生什麼的，他們不太分得清老中老日老越的區別，我想既然老中人數占絕大優勢，當然就當代表了。

有個我認識的女孩，十四、五歲時移民來美國，幸福地回憶當時被美國老師叫到黑板上做算術，同班同學如何被她高超的算技震驚，對她羨慕不已。

這樣的故事聽得多了，我也就相信中國人的基因就是棒，咱五千年的歷史可不是吹的！雖然本人數學只有小學二年級水平，大概分配數學基因時把我漏掉了。既然同胞的水準高，能沖出亞洲走向世界，也就夠我自豪的了。

自從我在美國波士頓郊區的公立學校工作以來，這種自豪開始動搖起來。因為我的工作性質，接觸了許多中國小孩。這些孩子當中，有不少相當成功，功課水平遙遙領先，待人接物有禮可愛，很符合悠悠大國的風度。與此同時，也有相當多的中國孩子，書讀得就慘了，閱讀理解能力差，知識範圍狹窄，無力與美國主流社會的孩子競爭，許多勉強混個中學文憑，有些因為表現好（中國孩子不是乖些嘛），老師喜愛，成績單不錯，被推薦上了大學，但是因為語文水平太差，得上補習班，費時又費錢。前面談到的女孩，高中畢業後去中國餐館打工，而沒上大學去發展她杰出的數學才能，是不是也有她難言的苦衷？

在美國的中國孩子背景多麼，有在美國出生的，也有大一些從中國來的，更有不同家庭出身背景的。這篇短文只集中談一下中小學年齡時從中國，包括臺灣香

港澳門來的孩子，哪些因素能使他們在美國的學校成功，哪些因素使他們遭遇到困難叢叢。

我本人這兩年接觸的國內來的中小學生中，除去四五個讀書能力很強的孩子，大部分困難都不少，中途輟學的也有。

英語問題固然是個大問題。但是英語問題不僅是中國學生才碰到的啊，所有的移民孩子全得過這道語言關。我觀察到東歐國家的孩子大多進步神速，不僅語言關快速越過，其它科也很快名列前茅。中國孩子英語學得有快有慢，而最差的是科學和社會科學，進步緩慢，無法與美國主流社會的孩子相比。（我之所以把中國孩子與東歐孩子相比，是因為在我工作的學區，中國移民和東歐，特別是前蘇聯的移民特別多，中文和俄文是除英文外的最大語種。）這種比較令人沮喪，但我不甘心輕易說中國孩子比較笨些，這樣說法與說中國孩子比人家聰明一樣不負責任。

我開始琢磨這種現象的原因。有一件事令我恍然大悟！事情是這樣的：有個社會學老師當笑話對我提起，六年級學古代史，學中國史時，她想讓幾個中國學生增強自信，充當專家，結果適得其反，那幾位一問三不知，回答說，我們在中國時沒學中國。

是呀，沒學過的哪兒會嘛。我想到，我們的孩子們落後的都是沒學過的，至於做算術嘛，一定是學得比人家多，所以技能超群並不奇怪。

我比較了中國和美國中小學的課目安排，請教在中國教過書的教師，研究一下中國的教科書。果然，中美教學差異大大的！

先說數學，中國五年級的數學，已經滿書高深的代數，成篇的計算，再看美國的數學，到七年級才開始有一點簡單代數，怪不得美國孩子看到中國孩子做算術，要目瞪口呆了。

但是這份數學帶來的光榮，卻不全面。怎麼講？原來美國的數學教育並不全心全意注重計算，更注重數學應用和透過現象找事物的內在邏輯關係，尤其看重重複出現的圖案。有個中學數學老師就對我說，數學就是專門研究圖案的。她的論斷有多少科學性，就憑我這數學水平可知道不了，但是卻反映了數學老師們的看法。

剛從中國來的四、五年級的孩子，面對著美國麻州四年級數學統考中的推演題，圖一幾個方塊，圖二幾個方塊，圖三幾個方塊，問圖五會有幾個方塊，頭搖得跟撥浪鼓似的。

中國小學的課程安排，除了重劑量的數學計算外，就是重劑量的語文。科學和社會科學基本要等到初中才陸續出現。我估計是中文得學得更多的，才能開始閱讀程度較深的各教科書。我相信語文訓練有素，閱讀理解能力提高，是教育中很重要的一環。

不過有一點，我想提出來，或許對國內語文教育的專家和美國雙語老師具有參考性。

據一些初來的孩子說，在國內做功課背書，每天要到半夜呢，想來語文程度不低。但說起閱讀小說故事來，茫然得很。不要說外國文學作品沒聽說過，中國小說也所知有限。別的不知道也算了，（西遊記）的簡寫本也沒有個讀過。更不用說對分析評論故事這些方面有任何訓練了。對比美國小學，從開始就是通過閱讀故事書學語文，從一年級就開始通過人物、故事主題、背景、情節等等分析文學作品。另外書籍的分類也是從很早就開始學習了。記得我女兒讀小學時，大概也就二三年級吧，就是每個月一篇讀書報告，每份報告還必須是寫不同種類的故事書，象童話、寫實、偵探故事、傳記、非小說等等。

我問一個從澳門來的八年級學生，你知道小說有些什麼類別嗎，她說分長篇小說和短篇小說，再具體的就茫然了。

近來美國的語文教學又有一項新的動向，這就是把語文教育和其它課目結合，叫做結合式教學，也就是說教數學、教科書的同時也教語文，學生也要寫作文什麼的。再說說科學課的差別吧。我問一個剛從中國一個大城市來的五年級學生，動物有什麼分類啊？他歷歷數數來：有跳類，有跑類，哦，還有走類！小伙子整個一個自學成材的科學家，滿有科學分類頭腦的，就是從未聽說過哺乳動物、食肉動物和食草動物。而這些詞匯，對於美國四五年級的小學生來說，應該不太陌生。原因很簡單，美國從學前班開始，到八年級，每個年級都有科學課，而且全部分成四個部分，生物科學、地球宇宙、物理化學、人體健康。這麼一看，就能明白，為什麼剛來我們高中沒多久的幾個中國學生，一上生物課，就全趴下了，讀不成軍。我的同事對我說，「怎麼會這樣呢？都是好聰明好聰明的中國孩子，咳，慘不忍睹。」歷史地理的情況也大同小異。

我問過一個俄羅斯來的同事，據她說，那兒的課目安排和美國的相似，科學和地理歷史也是從小就學，大概三年級開始，那兒的要求還比美國嚴格，怪不得人家的孩子英語關一過，其它課目適應的特快。前蘇聯的學校和東歐的學校情況與此近似。

我這麼把很不相同的文化中的學校體制進行比較，難免有風馬牛不相及的意思，倒不是為美國學校大唱贊歌，但又有許多切身體會，為我的學生們著急。尤其是今後麻州的中小學生都要考過「綜合評量測驗」(MCAS)，那末，所學知識與美國學校接不上軌，學生的學習困難則更大。在此將我的比較分析的結果與國內外的老師和家長分享，尤其對於孩子剛來美國的，或許有點參考價值，讓孩子多閱讀點文學作品，從小多增加點各方面的基礎知識，總有好處。

寫到此也忍不住要把美國學校也批評一下。最叫我無法習慣也無法容忍的是，中學生沒有課間休息。兩課之間，學生們只能快步沖向走廊上的存書櫃，換好下節課所需的書，再沖向下節課的課室。在美國的中學，老師有自己的教室，學生們則每節課要換教室。學校走廊里不讓跑，走路慢了，上課遲到又要吃批評，於是，課間孩子們練就了在跑和走之間的各式步伐，煞是好看。

這種制度實在是害多而無一利。首先是最實際的上廁所問題，小孩兒課間不能上廁所，上課時領了准許牌才能去，這就損失了聽課的時間。再說，初中學生處於開始發展處世交友等社交技能的年齡，但美國中學完全不提供一點機會讓孩子自由接觸，交換意見和交談。唯一可以和朋友談話時是大把時間吃飯和聊天，你可就錯了。午餐時間通常是二十分鐘，還要排隊買飯，等買好飯找到他們的鐵哥們，時間就剩下不多少了，要交換的新聞太多了；同學間的，電視節目的，電腦遊戲的，講個笑話，鬼知道還有什麼，講個笑話，鬼知道還有什麼，十二三歲孩子們愛說的內容，反正是很多，哪還有時間吃什麼午餐呢。最多是最後胡亂咬兩口，剩下的就歸宿到垃圾桶里了。我女兒真正的午餐是三點鐘回家後吃的，一看她抓住什麼都往肚子吞的餓樣兒，我就知道她的午餐准又大半進了垃圾桶。她聽我說中國的學校每節課之間有十分鐘的休息和自由活動，羨慕極了，大叫不公平。另外，十二三歲的孩子，正是身體迅速發育的時候，特別好動，特別是男孩子，渾身的精力需要發泄，課間你不讓我發洩，那可對不起老師了，我上課時間，好些男孩子希里糊塗地成為問題少年，隨便老師家長校長怎麼放發加「拷問」，他也招不出來為什麼瞎鬧，他哪兒知道是他的荷爾蒙在搗蛋，他是真不知道。我的上司，一個教學經驗豐富的博士，有三個兒子，她老是抱怨，說美國學校不是以孩子為中心，尤其不顧男孩子的特點，滿肚子的苦水。

其實，任何一種教育制度都不可能十全十美，但對需要在兩種教育體制間進行轉換的學生來說，則需要瞭解這些差異各自的利弊，才能盡快適應新的環境。

為什麼？

怎麼辦？

一天清晨，當我開啟電子信箱時，發現了一位朋友發來的這樣一份郵件：

今天早上我的一位黑人女同事告訴我星期六發生在格林地獄上的一件事。

她乘地鐵回家，是往Forest Hill方向。一位二十歲左右的黑人男青年，打了一位白人。一位從中國大陸來的女青年位於這兩人之間，這位黑人青年無緣無故的打了這位女青年的耳光，全車箱的人盡管害怕和憤怒，但是誰也不敢有所表示。

這位黑人男青年在Rushmore Station 揚長而去。這位女青年也下了車。我的那位黑人女同事掏出衛生紙給她，這位中國女青年全身發抖，保持在我同事身上哭泣。她說她並沒有作任何事情，為什麼……？

看到這份郵件，人們應該聯想到：我們周圍每天都會發生許多不公平的事情，使我們的人權受到侵犯。即便是在美國這樣一個號稱民主自由講人權的國家中，人們也往往會感到無處伸張正義，或不知道如何伸張。作為少數民族的亞裔，更會受到許多種族歧視性或仇視性騷擾。這種歧視性視可以來自外族人，也有可能來自本族裔。

請讀者們想一想，如果你自己或者你身邊的人遇到這種令人氣憤的事件，應該怎麼辦。也希望有關專家或提供社會服務的機構介紹正當的應對方法和措施。

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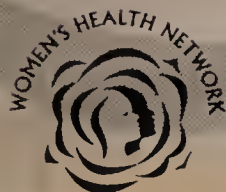
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# 反對家庭暴力 獻身婦女服務

## 訪亞裔反家庭暴力行動主任陳小慧

朱偉德

人物專訪

人們近來會在地鐵車箱內和許多場合見到一幅有中英雙語的宣傳廣告，暗色的背景上是一名婦女憂鬱的身影，這是麻州正在推展的向亞裔社區進行反家庭暴力教育的一場戰役。為了這項宣傳教育活動，最近新上任的亞裔反家庭暴力行動主任陳小慧女士萬分忙碌。

雖然她是新任主任，陳小慧卻並非該機構的新人。由陳清音女士等亞裔社區婦女領袖於一九八七年創立的亞裔反家庭暴力行動，最初都靠義工幫助，後來因亞裔受家庭暴力迫害的婦女兒童需要暫時安身處，而她們住主流社會的庇護所有語言交流和生活習慣的困難，使陳清音等人感到有必要建立亞裔婦女庇護所。一九九三年，該機構獲得資金，可以雇專人來籌建庇護所，陳小慧便是亞裔反家庭暴力行動

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陳小慧(右)與副州長斯維夫(左)、州公眾安全助理黑登展示反家庭暴力宣傳畫

得自己更感興趣的事業。然而，陳小慧覺得自己更感興趣的事業仍是為社區非盈利機構工作，尤其是為婦女服務。因此兩年之後的一九九六年，她又到波士頓婦女基金會任職，這是個為婦女服務籌款撥款的機構，她以前也曾為該機構作過義工。她發現自己在從業盈利性公司時獲得的商業管理經驗，許多都能用到非盈利機構的管理中，使這類服務機構運作得更有效。

今年年初，原任亞裔反家庭暴力行動主任的陳清音另就新職，陳小慧回到闊別數年的「老家」接棒。與六年前初踏入此機構時不同的，此次她不是一名普通工作人員，而是要負責領導近二十名員工的主任，肩頭的擔子重了許多。好在即便在離開此機構的幾年中，陳小慧仍然為亞裔反家庭暴力行動作了許多義務服務，對該機構的新動向並不陌生，她在波士頓婦女基金會的工作就是負責向此類機構撥款，所以也要審核該機構的報告。憑她的工作經驗，承擔此任應是當之無愧。

不過陳小慧表示，這項工作仍然很具挑戰性，不僅因為身為主任職責重大了許多，也因為亞裔反家庭暴力行動的服務範圍比幾年前廣闊了很多。起初，亞裔反家庭暴力的重點在亞裔的三大族群：華裔、越南裔和柬埔寨裔，因此職員中都有具有這些族裔背景的人員。但其他亞裔中也有家庭暴力發生，所以近年也聘請了日裔、韓裔及南亞(印度)裔工作人員，以便服務於更加多元化的族群。

她還介紹，亞裔反家庭暴力行動下屬的亞裔婦女庇護所現有十五張床位，去年中該機構接待了二百多件案例，有三十名婦女和二十九名兒童住過庇護所，她們都是在家中受到丈夫或父親虐待欺負，忍無可忍才離家出走。通常是母親帶著孩子離家躲避，還有連外祖母也一同出來，三代人同住庇護所的。亞裔反家庭暴力行動在接待受虐待者時，盡量為其作調解或找到其他住房及法律協助，對家庭暴力程度嚴重到傷及婦女兒童人身安全，就需要馬上讓她們到庇護所暫居，通常在庇護所可以住不超過九十天。此後有些婦女找到職業和住房，可以獨立生活；也有的投奔親友；但也有些人回到家重新受家庭暴力之苦。

陳小慧指出，一些受害婦女不得不重回家中，有其難言的苦衷，有些是自己無力謀生以養活子女，也有的是沒有住宅或親友可依，還有的得靠丈夫辦身份。儘管按照移民法，確實因嚴重家庭暴力而離婚者，不會影響辦理身份，但具體的當事人仍有各自的考慮。亞裔反家庭暴力行動的責任，是讓婦女們在權益受到侵犯時，知道到哪裡去求助，並為她們撐腰。具體工作包括幫她們找住房，及與大波士頓法律援助處等合作辦理法律手續等。她也表示，目前住房比較難找，雖然經此類機構介紹的受害婦女有住宅排隊優先，還需要等好幾個月時間。有些人可以暫時在庇護所安身，但經常超過三個月住房還沒排到，需要將她們轉移到過渡性住所去，可以在那里住到半年。該機構也準備擴展過渡住所計劃，使更多的婦女有臨時安身處。

自今年三月正式擔任主任之後，陳小慧著手開展主要項目之一，是「華埠反家庭暴力教育計劃」。此計劃是由位於華埠的紐英倫醫療中心提供每年八萬元資金，作為對社區的幫助，而項目是針對居住或工作在華埠的亞裔人士進行反家庭暴力的教育。參加此計劃共同工作的共有四家位於華埠的亞裔社區機構，除亞裔反家庭暴力行動外，還有華美福利會、華人醫務中心和華人青年會。陳小慧表示：「另外這三家機構都是在華埠服務多年，有許多老人、婦女、青少年或病人作為基本顧客，與華埠社區的聯繫比我們廣闊得多，我們希望他們能將反家庭暴力的必要通過其日常服務形式傳達給其客戶，讓更多的亞裔民眾瞭解，在需要時如何尋找幫助。而我們亞裔反家庭暴力行動的責任是對這些機構進行專業指導，與他們共同開展在華埠的宣傳教育活動。」她舉例說，比如華美福利會正在補充教材，將在英語課或家庭文化分享計劃中加入如何識別、防止或躲避家庭暴力的內容。而華人醫務中心和華人青年會則將對前來的病人和青少年進行有關教育，做到讓華埠對反家庭暴力家喻戶曉。他們還在籌備在華埠辦一次沿街張貼家庭暴力受害者呼聲的活動，計劃配合八月的華埠中秋慶典舉行，讓社區都重視反家庭暴力工作。

由於亞洲國家的傳統觀念，大男子主義在亞裔家庭中比較盛行，許多亞裔甚至受虐婦女本人還認識不到家庭發生暴力也是犯罪，卻還抱著「家丑不可外揚」的舊觀念，忍氣吞聲在家受虐待，甚至有危害生命的案件發生。家庭暴力案件在受過高等教育的教育家庭中也有發生。而據陳小慧說，由受害人自己前來報案的還是不多，大多數案例是由醫院、學校、警察、司法機構等推薦來的。因為受害的成人或孩童身上的創傷被醫務人員或學校老師發現，或者萬不得已時求助於警察等，才揭露出家庭中的暴力行為。她希望更多的亞裔能瞭解家庭暴力性質與特點，無論是自己，還是發現鄰居、同事、親友、學生、客戶等遇到此類罪行，可以及時向有關單位報告。而亞裔反家庭暴力行動是專為亞裔家庭服務的，歡迎大家報案或詢問。

陳小慧女士一九八五年自香港來美，進入薩克大學新聞系學習，她說之所以選這個專業是自己的興趣所在，她還尤其對新聞攝影感興趣。取得學士學位後，她曾為攝影室工作過，並自一九九一年起擔任《舢舨》中文編輯。說起來，陳小慧是我的前任，當年我就是從她手中接過《舢舨》中文編輯的職責的，如今六年過去，她已經輾轉了若干工作崗位，而在我也馬上要離開《舢舨》之時，採訪的最後一位人物又恰巧是陳小慧，這或許也是一種緣份。

學新聞出身的陳小慧，在離開《舢舨》之後未曾重操舊業，對於她所喜愛的寫作和攝影也都沒時間光顧。但她表示，任職《舢舨》是她瞭解亞裔社區的開端，將她這名普通新移民、留學生引進了波士頓的華埠及本地的亞裔社區大家庭，使她最終在其中找到願意為之獻身的工作。她還感到，雖然後來不再從業新聞，當記者時鍛煉的一些技能對日後作各項工作都很有幫助，例如如何提問、如何接觸瞭解不同的人、以及對任何事務都懷有好奇心，還有不怕遭別人拒絕，和發現新鮮事及與人交流的本領等，都是寶貴的經驗，而且還認識了許多多的人，和社會關係。對此，同是本報中文編輯出身，我也有同感，社區記者的行業，是瞭解社區的開端和進入社區與主流社會的跳板，卻因一些原因無法吸引長期為之獻身。

至於陳小慧為何將亞裔婦女服務事業當作其願意為之獻身的工作？她說：「一是因為這項工作確實很重要；再者是因為我自己長在一個女性的家庭，家中有母親和四個姐妹，我很願意看到婦女生活和地位的改變，也一直對為婦女服務充滿熱情，有一種為婦女服務的本能；另外，這個崗位也在直接為亞裔社區服務，作為一名在美國的亞裔，能為本族裔服務是很有意義的。」

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波士頓中文電台節目 七周年台慶瘋狂送大禮抽獎表格  
每周日節目內揭曉抽獎，由即日起至九九年六月尾止

參加辦法：填妥以下表格，寄回波士頓中文電台辦公室或交回各贊助商戶即可。  
電台辦公室地址：Boston Chinese Radio c/o YAU'S Marketing Services  
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是地方。但有了教訓之後，後來的數項投資都很成功。作為過來人，他認為投資者們不必都得賠上一、兩家廠去付昂貴學費，他目前的公司就以自身的經驗與關係幫投資人尤其是中小生意安排所有關係手續，可保證投資人少走彎路，節省資金。

他也相信波士頓地區的華人中許多人都與他自己的情況類似，原來是學有所成的專業人員或工商業者，如果繼續在美國也能過得安然，但回中國去經商發展則更具挑戰性也能獲得更大成就。他的體會是：「我們的文化、語言究竟在那里才如魚得水。在中國工作，我付出十分努力，起碼可以獲得七分回報；而在美國，我們華人付出十分努力，最多得到二分回報而已。」

主辦這次商務說明會的通用金融技術公司副總裁噶瑞特·費茲格羅表示，他的公司之所以設址在波士頓華埠，為的就是便於與華人社區接觸，也是看好中美之間的商機。除此次浦

東新區投資機會外，該公司已曾聯絡過廣州、上海等地的多項商務投資計劃。

至于最近的科索沃戰事及中國駐南斯拉夫大使館被北約導彈擊中的事件，引起中國民眾對美國及北約的抗議，也增長了美國人的反華情緒，這是否對中美貿易產生影響？一些業者認為，政治與戰爭是會對經濟有所影響，但生意仍然是要進行的，從長遠來看，把握商機是最重要的，何況在特殊局勢下，同為炎黃子孫的華人僑胞去中國投資或作生意反而會更受歡迎。

### 電子商業的挑戰

人們或許注意到：在大波士頓華人社區，有各種各樣的「商會」，顧名思義，這本應是為商業界服務或聯誼的組織。早期有安良工商會等，近年更有華埠商會和一些以地區為名義的商會組織。雖然有些組織空有其名，但也確實有些商會起到聯絡業者、服務社區、交流經驗、促進生意等作

用。在這些商會中，台灣商會可算是人才輩出的一個，不僅其活動有效，在本地有一定社會影響，會員中還出現不少成功的生意人和創業者。該商會的特點是，許多業者是來自台灣的留學生和專業人士出身，具有高等教育水平，所從事的行業也不再限於衣食住行的傳統行業，而是向開發高科技努力，如電子、生化、電腦、網絡等，已成為華人社區創業的新潮流。這或許是台灣商會中一些敢闖新路者之成功經驗。

在即將跨入二十一世紀之時，商業界的各行各業都面臨著新挑戰，最大的挑戰就是高技術與電腦網絡的興起，使許多傳統商業已經不能再墨守成規。

綜觀目前的網上商店幾乎已包羅萬象，大概除了開餐館的仍然得讓顧客到餐廳來吃飯之外，其他所有商品從高科技軟件到雜貨、副食品，沒有不能在網上賣的，這也會對以往不少亞裔所經營的傳統雜貨店和超級市場

下期《舢舨》醫療健康特刊，將於一九九九年六月十八日出版。

業形成強大的沖擊。目前連許多美國的大型連鎖店都抵抗不住電子商業的競爭而紛紛上網，而對小型生意來說，通過網絡擴大影響反到是良策，尤其是保險、投資、房地產、旅行社等行業，將來若不上網幾乎等于慢性自殺。

這種新的商業形勢又為有意創業者提出了多方面的要求：除了瞭解開業規程、財經、管理、營銷等基本商業常識外，還得懂電腦網絡。這可能使有些業者望而卻步。然而，正像開業可以聘請會計師作帳而不必自己去學財會課，或者租房子開店而不一定非得自己買下店面房產一樣，電腦網絡上的虛擬店面也可以租用和聘請專家設計維護，業者付租金和聘金即可。因此一點不懂電腦和網絡者也可以從事電子商業，這將是新世紀中的經商新動向。

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家庭企業·熟悉華人禮俗

## 六·四 十年祭

“六·四”民運至今已歷十年了。今年波士頓地區的“六四”燭光悼念會於六月四日星期五晚八時在哈佛大學 PAINE HALL 音樂廳舉行。查詢可電：350-7566 或 666-4748。

另外，為紀念“六四”十週年，中國民主基金會、天安門一代、及哈佛大學憲政研究，特於六月二日、三日舉行了題為“反思與展望”的波士頓紀念“六四”十週年研討會。此活動由紀念儀式和研討會兩部分組成。六月二日晚於哈佛大學校長官邸舉行紀念儀式和招待會。六月二日下午和六月三日全天的研討會，分別討論了中國現狀、中國的民主前景、歷史回顧、自由世界與中國的關係等議題，三日下午的中文特別專題，由當年參加天安門運動的人士回顧往事，出席者有當年的學生領袖項小吉、常進、李錄、張伯笠、周峰鎖、童屹、王丹、吾爾開希、沈彤等。



# 亞裔踏上創業經商之路

朱偉德

封面故事

「自己當老板，不為別人打工」是許多人的願望，也是不少新移民的「美國夢」之一。儘管許多移民在美國往往得從零作起，可以花長達數年甚至數十年時間適應語言與文化、接受教育、為別人打工以積累經驗與資金……但一旦他們認為時機成熟，就會為實現這個目標而努力。

在華人社區，每年也都有許多人嘗試作生意和開創自己的事業，其中有成功者，也有失敗者，更有歷經失敗最終獲得成功的人。

關於從商成功與否的奧妙，各人的體驗都不相同，但各行應有其基本準則。尤其在美國這樣的私有制商業國家，政府鼓勵民眾個人投資或經商，給予人民經商的充分自由，看起來註冊個公司很容易。但另一方面，這個國家又有一套嚴格的工商管理稅務制度和市場營銷方法，如果不瞭解這些法律、手續和市場狀況，就很難入門成為成功的商人。

尤其近年來，華人們感興趣的生意領域已不再限於傳統的餐館、雜貨、小型服務業、進出口貿易等，而開始向高科技或大型貿易進軍，那麼更需要有完備的商業知識。然而並非所有商界人士都是學商出身，其他行業出身的人，甚至未受過高等教育者也可以在商業界作出成績，但經商者必需要善於學習，熟知有關法規和行業技能。是否能有地方為有志開創自己生意

的人士，尤其是亞裔提供這方面的信息或培訓呢？四月底在波士頓中國城落成開幕的「華經創業中心」就是這樣一個機構。

## 為亞裔創業者服務

該中心位於華埠夏里臣街六十五號五層樓。該樓是華人經濟發展協會的產業，五層原租給一家工廠，兩年前工廠關閉，樓面空出。華經會就打算利用此場地為有志開創生意的社區民眾提供機會與服務，並向聯邦政府申請資金。

在得到政府撥款裝修了整層樓面之後，創業中心以嶄新的面貌出現，其中有十三間從二百到近千平方呎的辦公室，目前所有辦公室都已配置了由波士頓銀行捐贈的電腦，和由富利銀行捐贈的辦公家具，並配備高速網絡系統。還有共用的休息室兼會客室以及復印機。辦公室將以每平方呎每



煥然一新的華經創業中心

年十五元的低價出租給商戶。

在華經創業中心開幕式

上，華經會董事長黃炳鏐表示，此中心是借聯邦政府前年將波士頓劃為經濟不景氣區因而刻意資助之機，申請得近二十萬元推動經費，才將創業中心計劃付諸實現。該計劃已由華經會商業發展小組董事李慧琳、黃炳鏐、馬憶華、宋利偉、雷國輝等策劃多年。

黃炳鏐還指出，華經中心以協助有心創業者一步步踏上經商之路為宗旨，從最基本的撰寫經商計劃開始提供幫助，到尋求貸款、分析市場、開展生意等具體工程。

該會還與波士頓地區的六家機構合作，提供更佳的開業培訓服務，這些機構是：麻州大學少數族裔創業協助中心、猶太人職業訓練服務、婦女及企業中心、波士頓賦能中心、美國小型生意行政局、和退休行政主管服務公司。這些機構將發揮其特長，為新創業者提供諮詢與訓練，例如退休行政主管服務公司就設有免費創業課程，由該組織中有經驗的退休人員輔導。波士頓銀行和富利銀行也協助為創業者進行評價撰寫經商計劃書、尋找商機、融資貸款等服務，並提供必要的法律、財會問題諮詢及有關訓練課程。

波士頓銀行商業貸款部副總裁、也是華經會財務及董事的李慧琳表示，該銀行目前正有一批總額高達二十五萬元的小型生意貸款，可供有心創業者利用。

自己曾有經商經驗，並在華經會服務數年的李洪文指出，不少華人因以前未曾經商，或沒在美國經商，對創業過程無概念，認為有了人手和資金，再選定業務範圍就可以開業了。他曾問一位有心創業者人士是否知道其競爭對手有哪些，那人回答：「沒有競爭對手。」李洪文認為那人的估計完全不對，原因是根本不懂也沒去作市場調查，其實哪怕只要翻翻電話簿，就會發現他的行業中已有許多競爭者。而生意計劃則需要根據潛在市場

、客戶和競爭者來制定才能行之有效。許多人創業的失敗就在於不瞭解這些就盲目行動。華人更有愛群起效仿別人的習慣，看到別人做某種生意賺了錢，自己也跟著學，殊不知蜂擁效仿造成該業供過於求，競爭者自相殘殺，誰也難獲大利。其實，在美國創業，成功者多是敢走前人沒走過的路，開創新的領域；而不是只會效仿別人者。因此，看准機會，瞭解市場，是開創生意的前提。

近來有意回到自己的生意領域的李洪文表示，過去幾年自己在華經會曾協助訓練新創業者，目前華經創業中心更是要發揮此類作用，讓新創業者華人較順利地踏入商業之門。他還說，已有不少人對華經創業中心的十餘間辦公室感興趣並已提出租賃申請，華經會正在審批。該中心出租的宗旨是優先新開業的企業，營業形式以早九晚五的辦公時間為宜，因為該樓每晚六時要上鎖。雖然按照法律對房客客的種族不可有任何限制，但該會鼓勵亞裔業者前來申請。每平方呎十五元的價格在中國城內是非常難得的低廉，完全是對初開業者的人新支持與優惠。

## 向亞洲地區發展

許多有意經商的華人，除針對本地市場作生意外，更希望利用自己與亞洲國家的關係及語言優勢，將投資或生意擴展到太平洋彼岸。不少亞洲發展中國家和地區也希望吸引國外資金與技術，經常會派出招商團到海外介紹情況。有心開展國際業務的商家，也應通過各種機會接觸瞭解這類信息。

波士頓地區也不時有來自中港台或其他亞洲國家的商務訪問團到訪並與本地業者座談，但本地也有些商界人士抱怨此類座談消息的預告不利，有時事後才知道，有時則根本沒人告知，在新聞媒體上的發布面也不夠廣，使一些有意投資者失去了瞭解情況的機會。雖然有些主辦機構事先通過電子郵件或個別報紙傳播消息，但本

地傳統僑界許多有實力的生意人卻仍依賴傳統媒體獲得新聞，因此希望有關主辦單位日後能在選擇宣傳工具時多加注意。

五月十日，一個來自中國上海的商務代表團，在波士頓的通用金融技術公司安排下，在世界貿易中心附近的海港酒店舉行了「上海浦東機場鎮商業投資機會說明會」，數十名本地中美商業界人士出席，與會者對該團團長、上海浦東機場鎮鎮長空企業發展公司總經理李建根先生，和副團長兼顧問、上海財經大學國際工商管理學院院長晁鋼令教授的介紹表示極大關注。反映出工商業者對中國投資的興趣所在。



李建根（左）與衣仕凡在浦東投資說明會上

上海浦東新經濟開發區近年來的擴展極其迅速，機場鎮是伴隨著浦東新機場的建設和投入使用而開發的一塊新發展區，其前途遠大。在投資項目上，與前幾年歡迎包括勞動密集型製造業在內的廣闊範圍投資有所區別的是，如今的中國大陸已把吸引外資的重點放在高科技領域，國家對這類行業有更好的優惠政策。具體到浦東，醫療器械及醫藥、金融等是投資熱點。浦東新機場目前正在建設當中，其第一條跑道將在今年十月一日投入使用，作為對中華人民共和國建國五十週年的獻禮。而整個機場鎮的開發與投資目前正是時機，地價較低、政策優惠，希望美國工商界及華人投資者以財力智力投資。該代表團日前還在麻省理工學院與中國留學生座談，吸引海外人才回國服務。

隨該團一同來美並擔任翻譯講解的衣仕凡先生，原來是波士頓居民，他以自己的親身經歷說明去中國大陸投資之「時機」的重要。早年來自台灣的衣仕凡曾在波士頓地區居住過二

十多年，在此地上學、工作、開業，他是建築設計師出身，原在本地的事業開展得不錯。然而九十年代初，他在台灣的家人向中國大陸投資，他便去協助，幾年來生意開展很有成效，他目前一心在大陸工作。他表示：「作生意一定得去大陸發展，台灣已經沒有開拓空間，美國條件雖好，作為外來華人，也只能作點小生意或為人做工，發展受限制。而大陸的市場前景遠大，但有一條，不能像以往那樣寄希望於在大陸生產再外銷海外，而一定要以中國大陸的龐大市場為目標。」

標才能成功。

衣仕凡目前在上海有間建築設計公司，除負責設計建設外，還為外國投資公司提供前期的論證、購買土地與申請註冊，後期的聯係運輸與海關等支持服務。他表示這是根據自己當年的投資教訓，為後來者提供些方便。據他說，他家在大陸投資的第一間工廠也以虧損失敗而告終，這是因為初到大陸沒經驗，沒關係，錢花的



## 社區活動與簡訊

波士頓龍舟賽：一年一度的波士頓

龍舟賽將於六月十三日星期日中午至下午五時舉行，這項活動是為了慶祝中國的端午節和傳揚亞洲文化於二十年前在波士頓發起的。每年都有數十支隊伍參加划龍舟比賽，觀眾達數萬人。活動期間還有亞裔文藝表演、工藝美術展示及餐食等。今年的賽舟地段在查爾斯和劍橋市一側近哈佛大學處，免費觀看。

**華裔捐助牆揭幕：**華人醫務中心將在六月十五日下午六時，在南街一四五號該中心舉行贊助牆壁的揭幕儀式。此牆壁旨在表彰自一九九七年以來曾捐助過華人醫務中心的人士，同時也舉行家庭與行為健康部開放活動。歡迎參觀。揭幕儀式後，醫務中心還將舉行週年例會。詳情可洽拓展部主任李太：(617) 521-26715。

**免費亞裔健康講座：**由華美福利會主辦，主題是「乙型肝炎簡介、美國保健制度及病人權益」，時間是上午九時三十分至十一時，日期和地點分別是：六月七、八日及二十一日在華埠夏里臣街一七一號紐英倫醫院一樓禮堂；六月二十二日在華埠紐英倫醫院8002會議室。詳情可電426-9492袁小姐。

**燒烤午餐會：**今年夏天昆市警察局的燒烤午餐會，舉行日期第一次在六月十六日星期三十一時到一時在華樂堂和分發養老院的人行道（興國街五百五十號）；第二次在六月二十四日星期四十一時到一時在西洋社區中心門前街道（北昆市郵局對面）。昆市警察局將陳列警馬、警犬等，並贈送禮物。免費參加，歡迎攜全家前來。

**徵文：**由中華民國僑務委員會主辦的本年度「海外中國人對建立民主統一中國應有的使命」徵文活動，自五月一日起至七月十五日截止。參加對象包括中華民國國民、海外僑胞、大陸移民、及僑生。錄取一至三名各一位，分別發獎金三千、

二千、一千美元及獎牌，佳作五至十名，各得獎金五百美元及獎狀。作品以五至八千字為宜，需以中文正體用六百字稿紙直式書寫，如用電腦文書，請以直式列印。收件日期至今年七月十五日截止（以郵戳為憑）。詳情可洽波士頓僑教中心(617) 482-3292。

**餐飲研習班：**由中華民國僑務委員會主辦的本年度第三期「海外華商餐飲經營研習班」，將於今年八月十八日起至二十四日止，內容包括最新餐飲經營講授、參觀台灣中華美食展和知名餐館等。研習班分配給紐英倫地區一個名額，參加學員除自理遠法台灣機票與晚餐外，其餘在台期間膳宿費、學雜費、交通費及意外保險等均由僑委會負擔。有意者請洽僑教中心482-3292。

**華埠居民大會：**一個旨在討論成立華埠居民會的社區全體居民大會，將於六月十二日星期六下午一時起，在華埠昆士小學餐廳舉行。此次大會由華埠居民委員會、保衛華埠社區聯盟及華人前進會主辦，在華埠召開七次鄰區會議之後，收集到許多居民關注的事項，而土地用途的變化也給中低收入居民住房帶來嚴重威脅。面對種種問題，需要社區全面組織起來，發出呼聲，維護社區利益。希望全體華埠居民都來參加六月十二日的大會。會議以中英雙語進行，並提供托兒服務。詳情可電：357-4499或426-0643。

**免費歌舞音樂會：**波士頓公園與娛樂局於六月十八至二十日舉行三天「一個世界慶祝」活動，地點在波士頓公園，將有多元化的歌舞音樂表演，包括愛爾蘭、西班牙、日本、南美及兒童表演等多種風格的節目。時間是十八日和十九日晚五時半至八時，二十日下午三時半至五時。免費觀看，詳情可電：635-4505轉604分機。

**網際網路班：**波士頓僑教中心近期分別為上班族與銀髮族開辦網際網路班，介紹網際網路(Internet)的使用，上網購物、查詢諮詢、閱讀

新聞、收發電子郵件等。詳情可電詢482-3292。

**「鐵達尼號」登上波士頓舞台：**獲得音樂劇東尼獎的「鐵達尼號」將於六月九日到七月三日在波士頓王安演藝中心上演，將繼同名電影之後，再次掀起「鐵達尼」熱。購票可電1-800-447-7400。

**舞蹈慶多元：**由兩位不同族裔舞蹈家及其學生們表演的多元舞蹈活動，將於六月五日星期六下午四時至五時在中華藝文苑舉行。舞蹈暨編舞家褚玲和FREDERICK HAYES分別在位於天滿街的中華藝文苑和BOSCH LEWIS體育中心教授兒童中國和非洲傳統舞蹈，從而形成了連接中國城和洛士百瑞兩個社區的多元「天滿街舞蹈計劃」，此次演出是該計劃為新年第一夜舞蹈演出準備的一次匯報。詳情可洽646-6225。

**華埠社區議會月會：**每月第三周的星期一上午在華埠夏里臣街一二五號天主教堂舉行。

**華埠安全委員會會議：**每月第一周的星期三上午十時半起，在華埠華盛頓街八八八號華信屋會議室舉行。

## 法輪功事件回響

不久前，中國北京發生了「法輪功」信徒靜坐示威事件。近來據媒體報道，中國政府想利用減少五億美元貿易順差作為交換條件，要將現居美國的法輪功創始人李洪志引渡回國。李洪志就此發表題為「我的一點感謝」的文章。該文刊在法輪功網址：<http://falundafa.org/news>。

## 舢舨

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